

# AGENDA



## Recommendation for Council Action

Austin City Council	Item ID	64214	Agenda Number	12.
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Meeting Date:	12/15/2016	Department:	Economic Development
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### Subject

Authorize negotiation and execution of Amendment No. 1 for the contract with SKILLPOINT ALLIANCE to increase funding by \$137,833 for a revised annual contract amount of \$287,833, for the remainder of the contract term through September 30, 2018, for a contract amount not to exceed \$725,666, with three 12-month extension options in an amount not to exceed \$287,833 for each extension option, for a total contract amount not to exceed \$1,589,165.

### Amount and Source of Funding

Funding in the amount of \$287,833 is available in the fiscal year 2016-17 Economic Development Department Operating Budget. Funding for the extension options is contingent upon available funding in future budgets.

### Fiscal Note

A fiscal note is not required.

<b>Purchasing Language:</b>	
<b>Prior Council Action:</b>	November 20, 2014 - Council authorized the negotiation and execution of a 37-month contract with Skillpoint Alliance for career and occupational training in an amount not to exceed \$150,000 annually with three 12-month extension options.
<b>For More Information:</b>	Kevin Johns, Director / EDD, (512) 974-7802; David Colligan, Global Business Recruitment and Expansion Manager / EDD, (512) 974-6381
<b>Council Committee, Boards and Commission Action:</b>	
<b>MBE / WBE:</b>	The existing contract was awarded in compliance with City Code Chapter 2-9C (Minority Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this contract.
<b>Related Items:</b>	

### Additional Backup Information

Council approved funding for workforce development services as a part of the Fiscal Year 2016-2017 budget. The Economic Development Department is proposing an expansion to the City's current contract with Skillpoint Alliance in the amount of \$137,833 annually for the remainder of the existing contract term for additional workforce development services. This increased capacity is expected to contribute to an additional 40 clients serviced by Skillpoint Alliance raising the total contract target to 84 clients served annually through City of Austin funding.

The mission of Skillpoint Alliance is to facilitate and sustain industry-led workforce development solutions, while addressing the need to develop local talent and provide educational opportunities leading to college and career success for our citizens. Skillpoint Alliance programs play a major role in driving the Central Texas economy by offering

opportunities for the underserved population to fill much-needed jobs, preparing the workforce for today's technology-focused world and using project-based learning to ensure the high-tech workforce exists for the growing technology sector. Its high-impact programs represent an investment in Central Texas' greatest resource: its human capital.

Gateway is a rapid job training and education program administered by Skillpoint, preparing participants for entry-level employment in as little as four to twelve weeks. Gateway courses involve a mix of hands-on and lecture-style instruction that directly translates to the tasks and skills graduates will be asked to perform on a daily basis when they are hired. Students will spend forty hours per week in class, with the same punctuality and etiquette expectations of a job. Participants will also learn soft skills like preparing a resume, acing a job interview, communicating professionally with colleagues, planning for their career, and working in a team. With leadership from industry partners, every course includes training that is directly connected to what Central Texas employers are seeking in their employees. Each training provides entry to a career that will lead to upward mobility and increased wages.

#### Performance Measures:

##### Output Measures

- a) Number of unduplicated clients served (84)
- b) Number of clients obtaining employment.

##### Outcome Measures

- c) Percentage of Gateway participants served who successfully complete (graduate) the program
- d) Percentage of Gateway graduates who obtain employment within time periods specified by the City (80% @ 30 days)
- e) Percentage of Gateway graduates that have maintained employment for a period specified by the City (65% @ 180 days)
- f) Percentage of Gateway graduates who obtain employment at a wage specified by the City (90% @ 12/hr)